

MAIL TO:  
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Registry of Charitable Trusts  
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<http://ag.ca.gov/charities/>

# COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

## ANNUAL FINANCIAL REPORT FOR 2004 (California Government Code Section 12588)

Failure to file annual financial report by January 30<sup>th</sup> annually for each calendar year of solicitation may result in late fees as defined in Government Code Section 12588.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



371-4

Name and Address of Commercial Fundraiser:

Hudson Bay Company of Illinois  
Name of commercial fundraiser  
2006 1<sup>st</sup> Ave N Suite 2006  
Address of commercial fundraiser  
ANOKA MN 55303  
City, State, and ZIP Code

Name and Address of Charitable Organization:

CT No. 123/00 F.E.I.N. No. \_\_\_\_\_  
Organic Consumers Fund  
Name of charity  
6101 Cliff Esplanade Rd  
Address of charity  
Little Falls MN 55614  
City, State, and ZIP code of charity

Figures from (check one):

National Campaign ☒

California Campaign ☒

Telephone Concess  
(Type of activity)

held (on) (from) 1/1, 2004 to 12/31, 2004  
(Date or dates must be shown)

Is the contract between the commercial fundraiser and charity based upon a fee or percentage of revenue? Fee ☐ Percentage ☒ Other ☐

If other, provide brief explanation \_\_\_\_\_

### 1. REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. \_\_\_\_\_  
b. \_\_\_\_\_  
c. \_\_\_\_\_  
d. \_\_\_\_\_

37,117.98 A.  
0 B.  
0 C.  
0 D.  
0 E.  
0 Fa.  
0 Fb.  
0 Fc.  
0 Fd.

### G. TOTAL REVENUE

37,117.98 ✓

### 2. EXPENSES

- A. Fees or commissions phone staff payroll
- B. Salaries support staff payroll
- C. Payroll taxes Min off the expense
- D. Employee benefits Bank of credit fees
- E. Cost of merchandise for resale rent
- F. Cost of entertainment travel & meals
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment equip repairs maint
- K. Facilities charge painting
- L. Permits Bonds & regis
- M. Other expenses: (Specify)

a. Aschplel  
b. INSURANCE  
c. BUS & Prof Tax  
d. MISC

2,805.11 A.  
1,583.35 B.  
377.23 C.  
13.47 D.  
187.33 E.  
79.31 F.  
191.66 G.  
44.28 H.  
249.89 I.  
159.28 J.  
90.28 K.  
14.15 L.  
25.95 Ma.  
21.05 Mb.  
5.19 Mc.  
4.87 Md.

### N. TOTAL EXPENSES

Dep. rec.  
OFFICE SUPP  
PROF. SOL. SHARS

6.65  
72.83  
2969.44

9,111.91 N.

100

100

100

100

100

100

100

100

100

100

100

100

100

100

100

100

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES  
ANNUAL FINANCIAL REPORT FOR 20 04

(California Government Code Section 12596)

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3. Amount to charity (subtract line 2H from line 1G) 28,006.06 3.
4. Less additional fundraising expenses paid by charity including fee paid to commercial fundraiser (to be completed by charity) 0 4.
5. Less fair market value of goods and/or services used for the event which were paid by sponsor(s) 0 5.
6. Net proceeds realized by charity from the campaign (subtract lines 4 and 5 from line 3) 28,006.06 6. ✓
7. (a) Does any officer, director, partner or owner of the commercial fundraiser have any affiliation with or control over, directly or indirectly, the charitable organization for which the commercial fundraiser has contracted to solicit?  
☐ Yes ☒ No If "yes" complete the following:

Name of officer, director, partner or owner of commercial fundraiser	Name and address of charitable organization	Relationship of officer, etc. to charitable organization

(b) For each affiliation identified in 7(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Dave Anderson President HBCI 5/6/05  
Printed name Title Date

is charitable organization for verification.

RONALD W. CUMMINS CEO 4/8/05  
Printed name Title Date  
Rose Welch Treasurer 4/8/05  
Printed name Title Date

Financial Accounting Report of the Telephone Canvass  
 Conducted by Hudson Bay Company of Illinois, Inc. in Lincoln, NE  
 On behalf of Organic Consumers Fund  
 In the State of California  
 January 1, 2004 through December 31, 2004

INCOME

Telephone Canvass Revenue

\$ 37,117.98

EXPENSES

	Membership	Fundraising	Education	Call to Action	TOTAL
Phone Staff Payroll	\$ 1,753.19	\$ 2,805.11	\$ 1,753.19	\$ 701.28	\$ 7,012.78
Support Staff Payroll	1,052.09	1,683.35	1,052.09	420.84	4,208.38
Telephone	158.18	249.89	158.18	62.47	624.73
Minneapolis Office Expense	235.79	377.28	235.79	94.31	943.14
Postage	119.79	191.68	119.79	47.91	479.15
Bank & Credit Card Fees	39.66	63.46	39.66	15.86	158.64
Rent	117.08	187.33	117.08	46.83	468.33
Travel, Training & Incentives	49.57	79.31	49.57	19.83	198.28
Printing	56.42	90.28	56.42	22.57	225.69
Depreciation	4.16	6.65	4.16	1.66	16.63
Office Supplies	45.52	72.83	45.52	18.21	182.06
Accounting & Legal	16.22	25.95	16.22	6.49	64.88
Insurance	13.18	21.09	13.18	5.27	52.72
Equipment Repairs & Maint.	99.89	159.82	99.89	39.95	399.55
Advertising	27.67	44.28	27.67	11.07	110.69
Bonds & Registration	46.35	74.15	46.35	18.54	185.39
Business & Property Tax	3.24	5.19	3.24	1.30	12.98
Miscellaneous	3.04	4.87	3.04	1.22	12.18
TOTALS	\$ 3,839.05	\$ 6,142.47	\$ 3,839.05	\$ 1,535.62	\$ 15,356.19

Total Fundraising Expenses

\$ (6,142.47)

Subtotal

\$ 30,975.51

Professional Solicitor's Share

\$ (2,969.44)

Sponsor's Share

\$ 28,006.06